



INDIAN RIVER COUNTY, FLORIDA DEPARTMENT OF UTILITY SERVICES

Date: August 6, 2018
To: Jason E. Brown, County Administrator
From: Vincent Burke, P.E., Director of Utility Services
Subject: Final Ranking of Firms for RFP 2018014 and Authorization to Enter Negotiations and Issue Work Authorization for Consultant Assistance for Next Phase of Project

DESCRIPTIONS AND CONDITIONS:

On October 24, 2017, the Board of County Commissioners (BCC) rejected all proposals received in response to RFP 2017041 for an Advanced Meter Infrastructure (AMI) and Meter Data Management System (MDM) Solution, and authorized staff to revise the scope of work and selection criteria to align the project more closely with the needs of the Indian River County Department of Utility Services (IRCDUS). RFP 2018014 (Software, Installation, Implementation, and Support for an AMI and MDM solution with an alternate for an Automatic Meter reading (AMR) Solution) was advertised on March 19, 2018, and six firms responded. Two firms were determined to be non-responsive to the solicitation's requirement for the prime firm to hold an active Florida contractor's license, and those proposals were not forwarded for review.

ANALYSIS:

A selection committee comprised of Mike Smykowski, Budget Director; Vincent Burke, P.E., Director of Utility Services; Cindy Corrente, Utility Finance Manager; Lisa Patton, Utilities Customer Service Supervisor; and Basil Dancy, Computer Services Manager, independently evaluated and scored the received proposals in accordance with the Purchasing Manual. Proposals were scored in both the AMI and AMR categories. These scores were compiled by the committee and an overall initial ranking of firms developed in each category. After the initial ranking meeting concluded and the negotiation strategy meeting began, the committee made the following determinations:

- ✓ AMI is not financially feasible for the County at this time, due to the additional technical manpower required for the County to operate such a system, as understood from the responses received;
- ✓ Due to meter pricing available to the County, as well as the sales tax exemption, it would be most cost-efficient for the County to purchase radio-read meters directly; and,
- ✓ Field staff is satisfied with the performance of the wireless Master Meter radio read meter, and therefore it makes sense to continue on the current program of replacing manual read meters with Master Meter 4G radio read meters;

The three top ranked firms for the AMR category were notified of the listed determinations made by the committee and were invited to participate in short list discussions regarding their interest in providing installation services for meters to be purchased and provided by the County. Following interviews, the top two ranked firms were asked to provide their best and final offers (BAFO). After receipt of the BAFOs, the

committee independently reviewed and ranked them overall (based on short list discussion and their submitted BAFO), and met again to develop the final ranking of firms. The final ranking established by the committee is:

	Proposing Firm	Location
1.	National Metering Services, Inc.	Kearny, NJ
2.	Professional Meters, Inc.	Morris, IL
3.	Core & Main LP	Fort Pierce, FL
4.	Ferguson Waterworks Meter & Automation Group	Fort Pierce, FL
NR	IBT Construction	Miami, FL
NR	Itron	Liberty Lake, WA

The committee's rankings for the initial AMR category, short list and final are shown below. Scoring sheets and compiled ranking information are available in the Purchasing Division.

Committee Member	Core & Main LP	Ferguson Waterworks	National Metering Services, Inc.	Professional Meters, Inc.
LP	2	4	3	1
BD	1	2	4	2
CC	1	3	2	4
MS	1	3	2	4
VB	1	4	3	2
Initial Rank (AMR)	1	4	3	2
LP	3		2	1
BD	3		2	1
CC	3		1	2
MS	3		2	1
VB	3		2	1
Pre-BAFO rank	3		2	1
LP			2	1
BD			1	2
CC			1	2
MS			1	2
VB			2	1
Final Ranking after Review of BAFOs	3	4	1	2

On August 19, 2014, the BCC awarded a contract to Langham Consulting Services, Inc. after the County issued RFP 2014043 to solicit consulting services and expertise to assist the County with an AMI/MDM solution procurement package. Tasks 1-3 were completed to conduct a feasibility analysis, develop a business case and conduct a strategic assessment. Task 4 was to develop an RFP for the AMR/AMI system acquisition and assist

the County with evaluation and scoring of the Proposals. This work culminated with staff bringing the results and recommendation to the BCC on October 24, 2017. Due to the additional time and effort spent on the technically sophisticated responses and the MDM component, extra time was needed to cover the consultant's services for Task 4. On December 5, 2017, staff brought an agenda item for additional hours in the amount of \$17,500, and the BCC approved.

Consistent with the consultant's task delineation, Task 5 outlines assistance to the County for contract negotiations with a selected firm. Task 5 has a not-to-exceed estimated 164 hours, or \$31,980. Due to the myriad of issues associated with a complex transition to an all AMR system, it is critical that the contracts are set up to outline obligations, minimize customer service interruptions, provide clear communications for work effort and resolution methods to potential problems. It is recommended that staff continue to utilize the outside consultant to ensure the County's requirements are clear while providing a contractual framework for allowing for the contractor to proceed expeditiously.

Contingent upon the success of this program will also be the availability of material (meters, boxes, risers, lids) that will need to be furnished by third parties and delivered in such a way to ensure project success. In addition to a contract with the installer, the IRCDUS staff will need to confirm supply chain scheduling for all the purchases that will be made directly by the County to save sales tax and to avoid vendor markup. Once the negotiated contract with the vendor and, if necessary, product manufacturers are agreed to by both parties, staff will bring back the final form to the BCC for review and approval.

FUNDING:

Funding for the Countywide Meter Replacement program and Other professional services are available in the operating fund. Operating funds are generated from water and sewer sales.

Description	Account Number	Amount
Countywide Meter Replacement Program	471-169000-16506	\$2,295,153.00
Utilities General Operating Fund- Other professional services	47123536-033190	\$31,980.00

RECOMMENDATION:

Staff recommends the Board of County Commissioners (BCC) approve the committee's final ranking of firms and authorize the department to begin negotiations with the top-ranked firm, and the subsequently ranked firms, should negotiations with the top ranked firm fail.

Staff also recommends the BCC authorize the Purchasing Division to issue a purchase order to Langham Consulting Services for Task 5 of RFP 2014043 for a not-to-exceed amount of \$31,980.00.